DOCUMENT RESUME

ED 180 181 FL 010 454

AUTHOR	Thypin, Marilyn; Glasner, Lynne
TITLE	Wheels and Deals: Buying a Car.
INSTITUTION	EMC Corp., St. Paul, Minn.
PUB DATE	79
NOTE	61p.; For related document, see Fl 010 480
AVAILABLE FROM	EMC Corporation, 180 East Sixth Street, St. Paul, MN 55101 ($3.50)
EDRS PRICE	MF01 Plus Postage. PC Not Available from EDRS.
DESCRIPTORS	*Consumer Education; *English (Second Language); *High Interest Low Vocabulary Books; Instructional Materials; *Motor Vehicles; Postsecondary Education; Purchasing; Reading; *Reading Instruction; *Reading Materials; Secondary Education

ABSTRACT

This high interest, low vocabulary text is one of a series of readers in consumer education useful in English as a Second Language (ESL) classes. Each page of text is illustrated with black-and-white photographs. (AMH)

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Wheels and Deals

Buying a Car

by
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Ira Berger

U.S. DEPARTMENT OF HEALTH, EDUCATION & WELFARE
NATIONAL INSTITUTE OF EDUCATION

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FL010 454

EMC Corporation, St. Paul, Minnesota

Library of Congress Cataloging in Publication Data

Thypin, Marilyn
Wheels and deals.

(Consumer education series 1)
SUMMARY: With the help of a mechanic friend, Dick shops around for a reasonably priced, but good car for his needs.
1. Automobile purchasing. [1. Automobile purchasing. 2. Used cars. 3. Consumer education] I. Glasner, Lynne, joint author. II. Berger, Ira. III. Title. IV. Series.
TL162.G5 629.22'22 78-12466
ISBN 0-88436-506-9

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Published by EMC Corporation
180 East Sixth Street
St. Paul, Minnesota 55101
Printed in the United States of America
0 9 8 7 6 5 4 3 2 1

This is a work of fiction. Any relationship between the people, places, products, and events in this book and real people, places, products, and events is coincidental.

CHAPTER 1

Dick lives in a small town. He has a good job at the factory. He isn't married. He doesn't have to take care of a family. He lives with his friend Jim.

Every day Dick gets a ride to the factory with his friends. He doesn't like to wait for them on cold mornings. He doesn't like to wait to go home with them.

Dick wishes that he had a car. He would like to drive his car to the factory. He could go to the factory early. He could stay late at the factory. He could visit his friends right after work. He needs a car to go many places. He wishes that he could take his girlfriend Judy out in his car. He likes to go to the drive-in with her. He always has to go with other people. He would like to go there alone with Judy.

Dick has been thinking about a car for a long time. Two years ago he decided to save money for a car. He thinks that he needs a car.

Dick looks in his bank book. He wants to know how much money he has saved.

"I have a lot of money," he thinks. "Maybe I have enough money to buy a car now."

He decides that he will look at cars. He wants to buy one.

He wonders how much a new car will cost. First he will go to a new car showroom.

Dick puts on his coat. He leaves his apartment. He will take the bus. Then he will have to walk the rest of the way.

On the way, Dick thinks, "I don't like to walk so far."

Finally he gets to the new car showroom. He goes inside. He feels good.

"I am going to buy a car," he thinks. "I have a lot of money. I hope I have enough to buy a new car."

Dick looks around the showroom. There are many kinds of cars in this showroom. Some cars are very big. They are expensive. They have a lot of room in them. Dick doesn't need a big car. He doesn't have a big family. He needs enough room for a few friends. He doesn't have enough money to buy a big car. And the gas for a big car will cost too much money.

Dick decides tc look at the smaller cars. They are big enough for him. A smaller car will cost less money than a big car. A smaller car will use less gas than a big car.

Dick sees a yellow car. He looks inside the car. He gets inside the car. The seats feel good.

Then Dick gets out of the car. He looks at the car engine. It looks good, too.

"I like this car," Dick says to himself. "I would like to drive around in it. I wonder how much it costs."

Then Dick sees the sign on the window of the car. He looks at it. It tells the price of the car.

"Wow!" Dick says. "I won't be able to buy this car."

Dick looks at the other small cars. All of the new cars cost a lot of money.

Dick leaves the new car showroom.

Dick walks to other new car showrooms. He looks at the new cars in these showrooms. He sees some pretty cars. He likes them. He looks at their engines. They look good. He looks at all of the prices. New cars are expensive.

Then Dick goes to get a soda. He thinks about new cars. He feels very sad. Now he knows that new cars are too expensive. He can't buy a new car now. They cost too much money. But he wants a car now. He will have to buy a used car.

CHAPTER 2

On Saturday, Dick reads the newspaper. He wants to know what is happening in the city. He reads about basketball, too. Then he looks at the ads for cars. There are two kinds of car ads. One kind of ad tells about used car lots. The used car lots have many cars for sale. The other kind of ad tells about one car. Some people want to sell their cars. The ad tells about their cars.

Dick looks at many ads.

Dick tries to read the ads. Some of them are hard to read. Sometimes there are letters for words. It is hard to understand the letters. Dick knows what some of the letters mean. He knows that a/c means air conditioning.

First Dick looks at the ads for sports cars. He always wanted a sports car. They are fun to drive.

"Maybe I can buy a used sports car," he thinks.

He sees an ad for a MG. He likes this kind of sports car.

MG-B 1976 red
Gd Cond., AM/FM radio
29,000 mi $4150
call 201-473-1452

This ad says that a MG-B is for sale. It was made in 1976. It is red. The ad says that the car is in good condition. That means that the car still runs well. It has an AM/FM radio. It has been driven 29,000 miles. It costs $4,150.

Dick thinks about this sports car. He would like to have an MG. But most sports cars are too expensive.

Then Dick looks at the ads for other cars. He sees an ad for a Buick. His friend has a Buick. She likes it.

"Maybe I'll get a used Buick," Dick thinks. He reads the ad.

Buick 1977
V-6 eng. 2-dr. p/s, p/b
a/c good cond. 28,750 mi
$3,600 Call day 435-7690
eve. 634-7580

This ad says that a 1977 Buick is for sale. It is also in good condition. It has a V-6 engine. A V-6 engine helps save gas. This car has two doors. It has power steering. Power steering makes the car easy to drive. It has power brakes. Power brakes make the car easy to stop. The car is air conditioned. It has been driven for 28,750 miles. It costs $3,600. The ad gives two phone numbers. People should call one number during the day, and the other number at night.

Dick thinks that this Buick is too expensive. He doesn't have that much money. Then Dick reads an ad for an old Plymouth Valiant.

Plymouth Valiant 1973 grn
Ex. Cond.
Low mileage
AM/FM Radio Best offer
Call 325-4839

This ad says that the Valiant is in excellent condition. That means that the car works very well. It is green. The ad doesn't say how many miles the car has been driven. It just says that the car hasn't been driven too far. It doesn't say how much the car will cost. It just says "Best offer."

Dick thinks about this ad. He will have to call the phone number. He wants to see the car. Then he can tell the owner how much money he would pay for this car.

Dick calls the number in the ad. He asks if he can look at the car. The owner tells Dick that the car is in the parking lot on First Street. It is green. It has a sign on the window. The sign says "For Sale." Dick decides to look at the car today.

He calls his friend Jim at work. Jim knows all about cars. He works at a garage. He is a mechanic.

Jim says that he will go with Dick. They will look at the car together. Jim will meet Dick in an hour.

Dick is glad that Jim will help him. Dick doesn't know very much about cars. He doesn't know how to buy a car. He just knows that he wants a good car for his money.

Dick leaves his apartment. On his way, he stops at a special place in the grocery store. Here people have put up signs. Some of the signs tell about classes. Some of the signs tell about things for sale.

Dick looks at all of the signs. He looks for the signs about cars for sale. He sees some signs for cars. He writes down the telephone numbers. He thinks that he will call these people about their cars.

In a little while, Dick meets Jim in the parking lot on First Street. They go to look for the green car. They look for a car with a sign on it. The sign says "For Sale."

They find the green car with the sign on it. Dick looks through the windows of the car. He can see the odometer. This car has been driven 77,532 miles. It has been driven a lot of miles.

Dick and Jim look at the body of the car. It has many dents in it. The paint is coming off in some places.

Jim looks under the car. He sees a lot of rust. He tells Dick to look under the car. Dick looks under the car. "Look at all that rust," Jim says. "This car won't last very long. This rust will hurt parts of the car. The rust will make the car break down."

"Now I know why the ad said 'Best offer,' " Dick says. "I wouldn't pay 2 cents for this car."

"Let's go," says Jim. "You don't need to talk to the owner of this car."

Dick and Jim get into Jim's car. They decide to get something to eat. They will drive to a restaurant.

"I'm hungry," Jim says.

"Me too," says Dick. "Let's go to Joe's."

"OK," says Jim. "They have good hamburgers there."

Dick and Jim go into the restaurant. They sit down with their food. Then they talk about cars.

"That car wasn't good," Dick says to Jim. "I saw some signs for cars for sale. I have to call some other people. They are selling their cars. I hope that their cars are better than that car."

"Do you really want to buy a car from the owner?" Jim asks.

"Sure," says Dick. "Why not? It's cheaper that way."

"Yes, but you don't know these owners," Jim says. "They could sell you a bad car."

"That's why I need you to help me," Dick says. "You can tell if it is a bad car."

"Yes, but I can't give you a warranty. Some dealers in the used car lots might give you a warranty. Some might not."

"Is a warranty so important?" Dick asks.

"Yes," says Jim. "A warranty may save you money. Some warranties cover parts. Some cover labor."

"Warranties can help a lot," says Dick.

"Sure," says Jim.

"I can't wait to buy a car," Dick says. "Then I can take Judy out to the drive-in movies. And we can go alone."

Dick smiles.

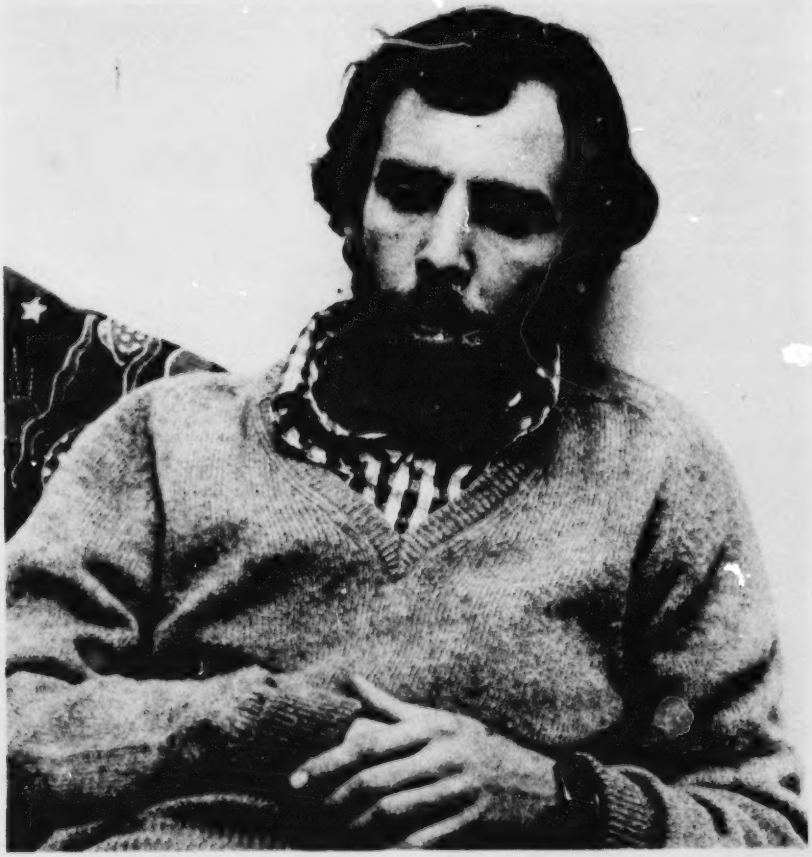
"I thought that you liked going with me and Linda," Jim laughs.

"It's OK," says Dick. "But sometimes I like to be alone with Judy."

CHAPTER 3

During the week, Dick thinks about used car lots. He can go to some used car lots on Saturday. There are a few used car lots in his town.

On Saturday afternoon, Dick and Jim go to some used car lots. They drive in Jim's car. Dick is glad that Jim is going with him. Dick doesn't want to have to walk all over town today. Dick thinks that Jim can really help him to buy a good car.



Jim and Dick get into Jim's car.

"Which used car lot do you want to go to?" Jim asks.

"The one on Main and First Street," Dick says. "I walked by that lot the other day. They have a lot of cars there."

"I know that place," Jim says. "My friend bought a car there. It neve worked right."

"Really?" says Dick. "What about the warranty?"

"They didn't give him a warranty," says Jim. "Let's go to McDonald's Used Car Lot."

"OK," says Dick.

Jim and Dick go to McDonald's Used Car Lot. They walk into the lot. There are many cars there. They don't know where to look first. They walk around the used car lot.

"Hey, look at this one," Dick says. "It's a great sports car."

Jim looks at the sports car. He likes them. He looks at the price on the car.

"This car is too expensive," Jim says. "That's too much money for this used car."

"Let's look at that yellow car," Dick says.

Jim and Dick walk over to the yellow car. It's a Lincoln. It has a big engine. It has lots of room inside. It looks nice. Then they look at the engine.

"This car will use a lot of gas," Jim thinks.

Then Dick looks at the price tag on the window.

"WOW," he says. "This car is very, very expensive."

"Let's look at those cars over there," Jim says. "Maybe you have enough money for them."

Jim and Dick look at the other cars on this used car lot. They see a white car with a black top.

"This car looks pretty good," Dick says. "At least the price is lower."

Dick looks at the body of the car. He looks for dents. There are no big dents. The paint is not coming off the body of this car. The body is in good condition.

Jim looks at the tires.

"These tires are bad," he says. "There isn't much tread left on them. Treads help keep tires from slipping."

"You should look at the odometer."

Dick looks inside the car. The odometer is behind the steering wheel. The odometer tells how many miles a car has been driven.

"This car has been driven more than 60,000 miles," Dick says. "That's a lot."

"You're right," Jim says. "We have to look at the engine."

Jim opens the hood of the car. He looks at the parts. Some parts look good. They really look new. Some parts have some rust on them. They are older than the other parts.

Then Jim looks at the radiator. It is in front of the engine. He sees some wet spots on the radiator. The radiator must leak. Then Jim looks at the engine again.

"I think that this car has been in an accident," Jim says. "Some parts are new. Some parts look old."

"But the body of the car looks so good," Dick says.

"Yes it does," says Jim. "The body could have been fixed. It may have been painted. But the engine doesn't look good."

"Are you sure?" Dick asks.

"I don't know for sure," Jim says. "But I wouldn't buy this car."

"But the body looks so good," Dick says.

"Yes, but you want a good car," Jim says. "It should work well. You don't want to pay for a lot of repairs. The parts are very important. These parts don't look good."

"OK," says Dick. "You know best. Let s look at another car."

Dick and Jim walk around the car lot. They look at some other cars. Then Dick sees a blue car. It looks nice. Dick and Jim walk around the car. They look at the body of the car.

"There's a dent over here," Dick says.

Jim looks at the dent.

It doesn't look like a bad dent. Dick can drive a car with that kind of dent. Jim and Dick will have to look more carefully later. They want to see if the car was in an accident.

Then Jim looks under the car.

"Everything under here looks OK," he says to Dick.

Dick looks under the car too.

What should I look for?" Dick asks.

"Rust," Jim tells him. "There's not too much rust on this car."

Then Jim looks at the tires.

"These tires look OK," Jim says. "I think that they just need some air. We'll have to test the tires later."

Next Jim pushes down on the front of the car. The car comes up. It only comes up one time.

"The shocks are good," Jim says. "The car didn't move up and down when I pushed it. It only moved up once. A car with bad shocks would move up and down a lot. I think that you will have a smooth ride in this car."

"I'm glad that you came with me," Dick says. "I didn't know that I should do that."

"You're learning a lot about cars," Jim says. "You know a lot more now."

Dick opens the door of the car. It opens easily. Then he closes the door. It shuts tightly. He opens the other door. It opens easily, too. Dick opens the window. It rolls down easily. He closes it. The window closes all the way.

Dick gets inside the car and closes the door. The windows and doors are shut tight. The cold air won't come through them. Dick wants to be warm when he drives his car. On some mornings, it is very cold.

Jim opens the hood. He wants to look at the engine.

Dick gets out of the car. He wants to look at the engine too.

"The engine looks OK," Jim says. "It's clean. I think that the owner took good care of this car. But we have to look at all the parts under the hood."

First Dick and Jim look at the battery. They open the battery caps. There is water under the caps. The battery looks OK.

Then Jim wants to look at the other parts. But he has to use tools. He can not use them on the used car lot. He will have to wait until the car is at his garage.

Jim looks at the air filter. It is black and dirty. Jim looks at the paper on the air filter. It says that the air filter is two years old.

"The air filter is bad," Jim says to Dick. "This car needs a new air filter."

"Does it cost a lot of money to put in a new one?" Dick asks.

"No," Jim says. "But we will have to look at the rest of the parts. Maybe the owner didn't take good care of the other parts of the car."

"Will you help me put a new air filter in?" Dick asks.

"Sure," Jim says.

Then Dick and Jim look at the radiator. There are no wet spots on it. It is OK.

Jim looks at the hoses. Two hoses go to the radiator. One hose is in good condition.

Jim looks at the other hose. It has some cracks in it. Jim points to that hose.

"This hose is not good," Jim says.

Dick looks at the hose.

"Can we put a new one in?" Dick asks.

"Sure," says Jim. "That's easy."

Next Jim looks at the fan belt. He pulls on it.

"This fan belt is not tight enough," Jim says.

"I don't want a loose fan belt," Dick says. "Can it be fixed?"

"Yes," Jim says. "We can try to make this fan belt tight."

"Will that fix it?" Dick asks.

"Maybe," Jim says. "We may have to put in a new fan belt. It wouldn't cost very much."

Then Jim looks at the wires in the engine. There are many different wires. Jim knows what the wires do. He wants to make sure that the wires are in good condition. He wants to make sure that the wires are in the right places.

Then Jim looks at some of the other parts. Jim tells Dick about the other parts.

"I think that this car is OK," Jim says. "We can fix the things that are wrong. It will not cost a lot of money to fix this car."

"Let's take this car for a road test," Dick says. "I want to try it out on the road."

"OK," says Jim. "If it rides well, we'll have to take it to my garage. I can see it better on the lift. I can make sure that all the parts of the engine are OK."

"OK," Dick says. "Thanks for your help."

Dick gets into the car. He likes to sit in the driver's seat. He looks at the odometer. The car has not been driven too many miles.

Then Dick turns on the lights. Jim stands in front of the car. He wants to see the lights. He wants to check the turn signals too.

Dick goes to get the salesman. The salesman will bring the keys. Then they can check the turn signals. They can also go on a road test. The salesman will ride with them.

The salesman gets the keys. He goes with Dick to the car.

The salesman starts the car. Dick tells the salesman to use the turn signals. Dick stands in back of the car. Jim stands in front of the car. They look at the turn signals. The turn signals work.

Then the salesman drives the car to the air hose. He puts air in the tires. Now they are ready to go on the road test.

Then Dick gets behind the wheel. He will drive the car on the road test. Jim and the salesman go with him.

Dick moves the car off the used car lot. He drives around for a little while. The car doesn't make any funny sounds. The car is easy to drive. It doesn't pull to the right or to the left. It is easy to make the car go the right way.

The car stops easily. Dick doesn't have to push hard on the brakes.

Dick thinks that the ride is smooth. Dick thinks that he likes this car. He likes to drive it. Dick thinks that Judy would like to ride in this car.

Dick drives the car back to the used car lot. They all get out of the car.

"Do you like this car?" the salesman asks.

"Yes," Dick says.

"It's not as smooth as it should be," Jim says. "This car needs some work."

"This car gives a smooth ride," says the salesman.

"How much does this car cost?" Dick asks.

"$750," the salesman says.

"That's too much money," Dick says. "I'll have to spend a lot of money to fix it. This car needs some work on the engine."

"It won't cost a lot to fix this car," the salesman says.

"There might be other things wrong too," Dick says. "I'll have to take it to a garage."

"Well, $750 is the price," the salesman says. "Take it or leave it. It's a good car for the money."

Dick thinks that the price is too high. He already knows that he will have to fix some parts of the engine. Dick hasn't taken the car to a garage yet. At the garage he might find out that other things are wrong with the engine. Then he would have to fix them too.

Dick and Jim leave this used car lot.

"He wanted too much money for that car," Jim says.

"I think so too," Dick says.

"McDonald's Used Car Lot doesn't have any mechanics," Jim says. "I don't think they give a warranty."

"He wouldn't say anything," Jim adds. "I don't think that McDonald's gives a warranty. You should try to get a warranty with your car."

Dick and Jim go home. Dick feels sad. He wanted to buy a car today. He will have to look at many more used car lots. He wants to find a good car for his money.

Dick makes some coffee. He thinks about McDonald's Used Car Lot. He couldn't find a good used car there. McDonald's wasn't a good used car lot. There weren't any mechanics there.

Jim and Dick sit down and drink their coffee

Dick is really upset.

"Where can I look for a good used car?" he asks.

"I didn't like McDonald's," says Jim. "I think that you should go to a new car dealer."

"I went to a new car dealer," Dick says. "I don't have enough money for a new car."

"Some new car dealers sell used cars too," Jim tells Dick. "They may have some good used cars. People sell them their old cars when they buy their new cars. Then the dealers fix the old cars. They sell the used cars at the lot next to the new car showroom."

"Really?" Dick asks.

"Yes," Jim says. "And new car dealers can give you a warranty for a used car. Their mechanics can fix your car."

"Don't the used cars there cost more money?" Dick asks.

"Sometimes," says Jim. "But you might get a better car there too. You will not have to spend a lot of money for repairs."

"Are there any of these car dealers in town?" Dick asks.

"I don't know," Jim tells him. "Look in the Yellow Pages."

Dick opens the Yellow Pages. He looks under "Cars." It says "Car-See Automobile." Dick turns to "Automobile." He looks for "Automobile-Used Cars." He sees ads for a few used car dealers. One ad is for McDonald's. Other ads are for other car lots. One ad says, "Dodge-OK Used Cars." Another ad says "Ford-Used Cars." These lots sell new cars and used cars. Dick decides to look at the cars in these car lots.

Dick goes into the living room. He puts on some records. He likes to listen to music.

Jim comes into the living room. He asks Dick about car insurance. In Dick's state, a car owner must have some car insurance. Dick has to buy some car insurance. Dick wants the kind of insurance that will help pay for the repairs on the other cars in an accident. It will also help pay for the doctor bills for the people in the other cars. It will help pay for Dick's doctor bills if he gets hurt in the accident too.

Dick tells Jim that he has talked to many insurance companies. He is lucky. Now he is over 25 years old. In Dick's state, car insurance costs less for people over 25 years old.

The insurance companies asked Dick many questions. They wanted to know if Dick is a good driver. They asked Dick how much insurance he wanted. He told them that he didn't need a lot of insurance because he was going to buy a very old car. Dick asked the insurance companies about the cost of insurance. Dick wanted to get the best price for his car insurance.

One insurance company gave Dick a paper. It asked a lot of questions. It asked questions about Dick. Dick had to write down his address and the name of the factory where he worked. It asked questions about how Dick drives. The insurance company wanted to know if Dick has ever had a car accident. It also wanted to know if Dick has ever had any tickets. It wants to make sure that Dick is a good driver.

Dick is a good driver. He never had a car accident. He only got one ticket in the last three years.

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Dick tells Jim all about the insurance companies.

Then Dick asks Jim, "Is your insurance company good?"

"Yes," Jim tells him. "I had an accident. City Insurance Company worked quickly. They paid for the repairs very quickly. I like that company."

Dick decides to talk to City Insurance Company next week.

Then Jim and Dick talk about their girlfriends. Tonight they are all going out together. They talk about where they could go with the girls. Finally they decide on a place to go.

CHAPTER 4

During the next week, Dick has many things to do. He has to shop for a used car and for car insurance. He wants to get the best car for his money. He also wants to get the best insurance for his money.

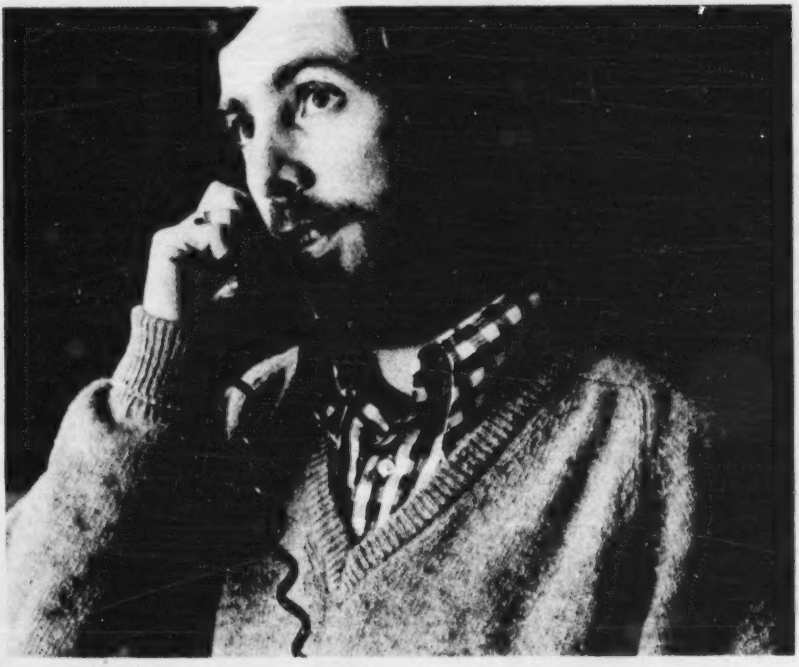
On Saturday, Dick reads the newspaper ads. He sees an ad for a used car lot. Dick decides to go there by himself.

Dick looks at some cars in this used car lot. This lot has a mechanic. It gives a warranty for used cars. He goes home.

The next Saturday Dick waits for Jim to come home. Jim had to go out and do some things. He had to fix his car. He had to get his shoes fixed. He had to mail some letters.

Dick phones some of his friends. He asks them about the used car lots in town. Someone says that Dodge-Used Car Lot is very good. It sells new Dodge cars and used cars.

Finally Jim comes home. Dick tells him about the Dodge Used Car Lot. Jim and Dick decide to look at the used cars there. They leave the apartment.



Jim and Dick go to the Dodge Used Car Lot. They walk around. They look at many different cars. Some are big and some are small. Some cars look better than the other cars. Some cars have a lot of miles on the odometer. Some cars are newer. They have not been driven very much. They are more expensive.

Jim and Dick look at the body of the cars. They look at the engines. They think about the cars. Dick wants to buy a good car for his money.

Dick sees a white car. It is a Plymouth Fury. He looks at the body. There are no big dents in it. The paint looks good. Dick looks at the price tag. This car does not cost too much money. He has enough money for it in the bank.

Then Dick looks at the tires. They look OK. He looks at the odometer. This car has not been driven a lot.

Jim pushes down on the front of the car. He wants to test the shocks.

"The shocks are good," he tells Dick.

Dick and Jim think that the body of this car looks good. Dick wants to look at the inside of the car.

Dick gets in the car. The inside of the car is in good condition.

Then Dick turns on the lights. Jim stands in back of the car. Then he stands in front of the car. He sees that all of the lights work well.

Then Dick tries to move the steering wheel. It doesn't move a lot.

"The steering on this car is good," he thinks.

It is important for a car to have good steering. This car will make good turns. And it will be easy to keep in line with the other cars.

Dick gets out of the car. He looks under the car. He doesn't see a lot of rust. Then he looks at the muffler. It doesn't have any holes in it. It looks OK.

Jim opens the hood of the car. Dick looks at the engine with him. The engine looks clean. It doesn't have many spots on it. Jim doesn't think that oil or water is leaking in this engine.

They look at the radiator. There aren't any wet spots on it. It doesn't look like it has ever leaked. Jim looks at the hoses and the wires. Everything looks OK.

Dick looks at the fan belt. Jim feels it. The fan belt isn't tight enough. Jim can fix it easily.

Dick looks inside the battery. Jim looks inside the radiator. The radiator and the battery are OK.

Next Jim looks at the air filter. It is dirty.

"I think that this car will need a new air filter soon," Jim says. "The dealer should put in a new one. It won't cost you any money."

Jim and Dick talk about this car.

"All the parts of the engine look good," Jim tells Dick. "I don't think that this car has been in any bad accidents."

"This car looks good to me," Dick says. "I might want to buy it."

Jim and Dick think about the price of this car. It is not too high. Dick and Jim will have to fix some things in the engine, but that won't cost too much money.

Dick wants to take the car for a road test. He goes to get the salesman. He talks to the salesman about a road test in the white car.

The salesman tells Dick that he can take the car for a road test. The salesman will have to go with Dick. The salesman cannot go with him now. He has to do something in the office. The salesman tells Dick that he will not sell the car while Dick is away. He wants Dick to take the car for a road test.

Dick and Jim go to a restaurant. They look at a small book. It is called the Blue Book of Used Car Prices. It tells about the prices of used cars. They have looked in this book many times. Now they want to look at the price for a 1975 Plymouth Fury. They want to make sure that Dodge Used Car Lot is giving them a fair price for this car.

"It is a good price," Jim says.

"Great," Dick says. "I like that Fury. I hope that it rides well."

"Did you talk to the people at City Insurance Company?" Jim asks.

"Yes," Dick tells him. "The people there were very nice. They told me about car insurance. They told me about the price for the insurance."

"Is the price good?" Jim asks.

"Yes," Dick says. "The price is good."

"Great," says Jim. "When will you get the insurance?"

"I will buy it before I buy the car," Dick says. "The insurance will start when I get the car. I don't want to drive a car I own until I have the insurance."

"That's right," says Jim.

Jim and Dick drink their sodas.

Jim and Dick go back to Dodge Used Car Lot. They talk to the salesman. He gets the keys. They all get in the car. Dick gets in the driver's seat. He is going to drive.

Dick starts the car. It starts easily. He drives the car on to the road.

On the road, the car works well. The car doesn't make any funny sounds. The engine runs smooth. Dick can make turns easily. The car is easy to drive. The steering is good.

Dick stops at a red light. He doesn't have to push hard on the brakes. The brakes work well.

Dick drives the car back to the used car lot. He leaves the engine on. Jim gets out of the car. He looks at the back of the car. Black smoke isn't coming out of the back of the car. If black smoke comes out of the car, something is wrong with the car. Jim is glad that no smoke is coming out of the back of the car.

Jim asks Dick to move the car a little. Jim wants to look at the ground where the car was parked. He looks for oil and spots on the ground. There is no oil on the ground. Nothing leaks.

"I think that this is a good car," Jim says.

Dick asks the salesman, "Can I take this car to my friend's garage? We want to put it on a lift. We can see the engine better that way."

"OK," says the salesman.

The salesman asks Dick for his name and address. He asks Dick where he works. The salesman writes it down. Then the salesman says Dick and Jim can take the car to Jim's garage.

Dick is lucky. Jim is a mechanic. Dick will not have to pay another mechanic to look at this used car.

Jim leaves his car at the used car lot. Jim and Dick drive the Plymouth Fury to Jim's garage.

First Jim looks at the spark plugs. He has the right tools in the garage. He pulls out each plug. They look OK.

Then Jim puts the car on the lift. The car goes up. Jim looks under the car. Now he can really see all of the parts.

"The brakes felt OK, when I was driving," Dick tells Jim.

"Yes, but I should look at them anyway," Jim says.

Jim takes off the tires. He looks at the brakes. They are OK. Dick was right.

Then Jim looks at the frame. The frame is not bent.

Jim looks under the engine. He doesn't see any holes on the bottom of the engine. He does see some dents in the oil main.

"I think that this car is in good condition," Jim says. "How much does the salesman want for this car?"

"The price tag says $800," Dick says.

"That's OK," Jim says. "You'll have to talk to the salesman. Maybe he will take less money for this car."

"What should I say to the salesman?" Dick asks.

"You tell him that you like this car," Jim says. "Then tell him that you have to fix some things in the engine. Tell him that you can pay $700."

"I'll tell him that," Dick says.

Dick and Jim take the car back to the Dodge Used Car Lot.

Dick tells the salesman that he likes this car. But he thinks that it is a little too expensive. The salesman and Dick talk about the repairs on the car.

Finally Dick and the salesman decide on a fair price. Dick will bring the salesman the money after work on Monday. He has all the money in the bank. Some people can't pay all at once. It costs them a lot more money to buy a car.

Dick gives the salesman some money to hold the car. The salesman gives him a paper. Then Dick and Jim leave.

CHAPTER 5

On Monday Dick is very happy. At lunch time he goes to the bank. He gets a check for the car. He also gets a check to pay for the car insurance. He feels great. Finally he will have his own car.

Then Dick goes to the City Insurance Company. He fills out some papers. He gives the salesman some money for the car insurance. The insurance man keeps some of the papers. Dick takes the other papers. He will take them home. He will keep them in a safe place.

After work Dick goes to the Dodge Used Car Lot. He finds the salesman. Dick talks to the salesman in his office. The salesman says that Dick's car is ready. The mechanics at the lot looked at the car. It is OK.

The salesman gives Dick a warranty for his car. If Dick has trouble with the car in the next 90 days, Dick can bring the car back to Dodge Used Car Lot. Their mechanics will fix the car. Dick will not have to pay for the labor or parts.

The salesman tells Dick that he sent the right papers to the state office. Now the state office knows that Dick has a car. The car has license plates on it. There is a number on the plate. It is Dick's number.

Then the salesman gives Dick some papers. Dick fills them out. Dick gives some of the papers back to the salesman. He keeps some of them for himself.

Dick gives the salesman the money. The salesman hopes that Dick likes his new car.

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The salesman shakes Dick's hand. He gives Dick the keys to his new car. Dick is very happy. He has waited a long time to have a car. He has saved his money for a long time.

Now he has a car. He can drive to work. He can take his girlfriend out in his car. They don't have to go out with somebody else.

Dick walks to the car. He gets in. He feels great. He is the owner of a car.